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Jane Alexander

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NATIONAL
ENDOWMENT
FOR THE
ARTS

*The Federal agency
that supports the
visual, literary and
performing arts to
benefit all Americans*

July 1, 1994

The Honorable Jesse A. Helms
United States Senate
403 Dirksen Senate Office Building
Washington, D.C. 20501-3301

Dear Senator Helms:

Arts in Education

*Challenge &
Advancement*

Dance

Design Arts

Expansion Arts

Folk Arts

International

Literature

Locals

Media Arts

Museum

Music

*Opera/Musical
Theater*

*Presenting &
Commissioning*

State & Regional

Theater

Visual Arts

Enclosed are copies of additional applications and supporting materials for the grants about which you have inquired. Included among these are Performance Space 122, WGBH Educational Foundation and Lincoln Center for the Performing Arts. Some personal information regarding individuals has been redacted as required by the Privacy Act and the Freedom of Information Act.

Also enclosed are materials on the Arts Endowment's cooperative agreement with Melanie Beene & Associates. The Endowment's Advancement Program provides technical and management assistance to arts organizations of artistic excellence seeking to eliminate deficiencies in organizational management and to achieve organizational stability. The Advancement Program operates through a competitively-awarded cooperative agreement.

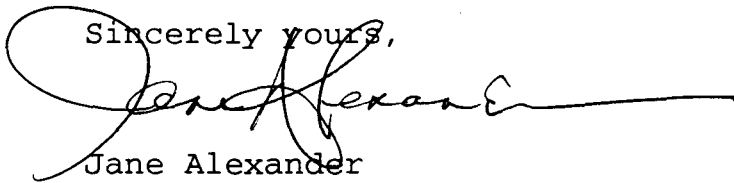
In FY 1991, Ms. Beene's firm competed for a cooperative agreement to provide this technical and management assistance to developing arts organizations across the nation that were recommended by advisory panels and the National Council on the Arts to participate in Phase I of the Advancement Program. Among the proposals submitted, Melanie Beene & Associates proposed the lowest budget and was ranked first by each member of the review panel. Melanie Beene's hourly rate for her management consulting was competitive with the other proposals.

Under the cooperative agreement, Ms. Beene arranges for technical assistance to be provided by a team of nonprofit management consultants. These consultants assist approximately 45 organizations each year in long-range planning and management training. The

travel and per diem budget your letter references covers the expenses of these consultants in providing such assistance. Travel for the nonprofit management consultants is intrinsic to the process of providing these organizations with direct, on-site technical assistance and training. Over the three years of the cooperative agreement, more than 60% of the cooperative agreement budget -- approximately 40.3% for these nonprofit management consultants' fees and 21.3% for their travel to the arts organizations and allotted training seminars -- has gone for these purposes.

I trust that this letter and materials respond to your concerns. Responsive materials remain to be provided and will be sent as the staff compiles them.

Sincerely yours,



Jane Alexander
Chairman